

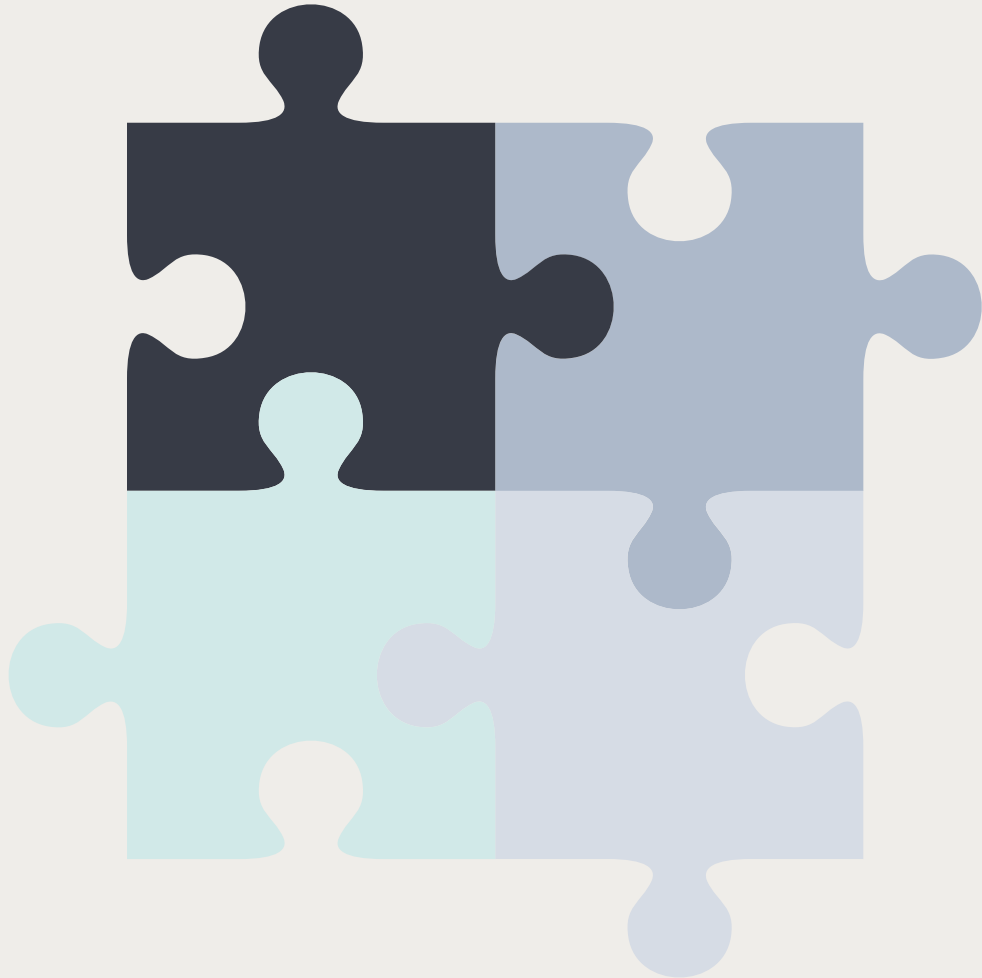


- 10.00 Welcome and presentation of GOOSE project**
- 10.10 Smart health procurement opportunities in Chile, Colombia, Norway, Serbia, Japan and Vietnam**
- 10.20 How was Croatian Health Care digitalised**
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# Focus sectors



01

**Green Economy:** Air quality, Climate change, Circular economy, Energy efficiency, Renewable energies, Water, waste management, etc.

02

**Smart health:** Hospitals, Remote assistance, monitoring and follow-up, tele-medicine...

03

**ICT:** Communication infrastructure, Cybersecurity, E-identity, IT Services, Telecommunication Services, etc.

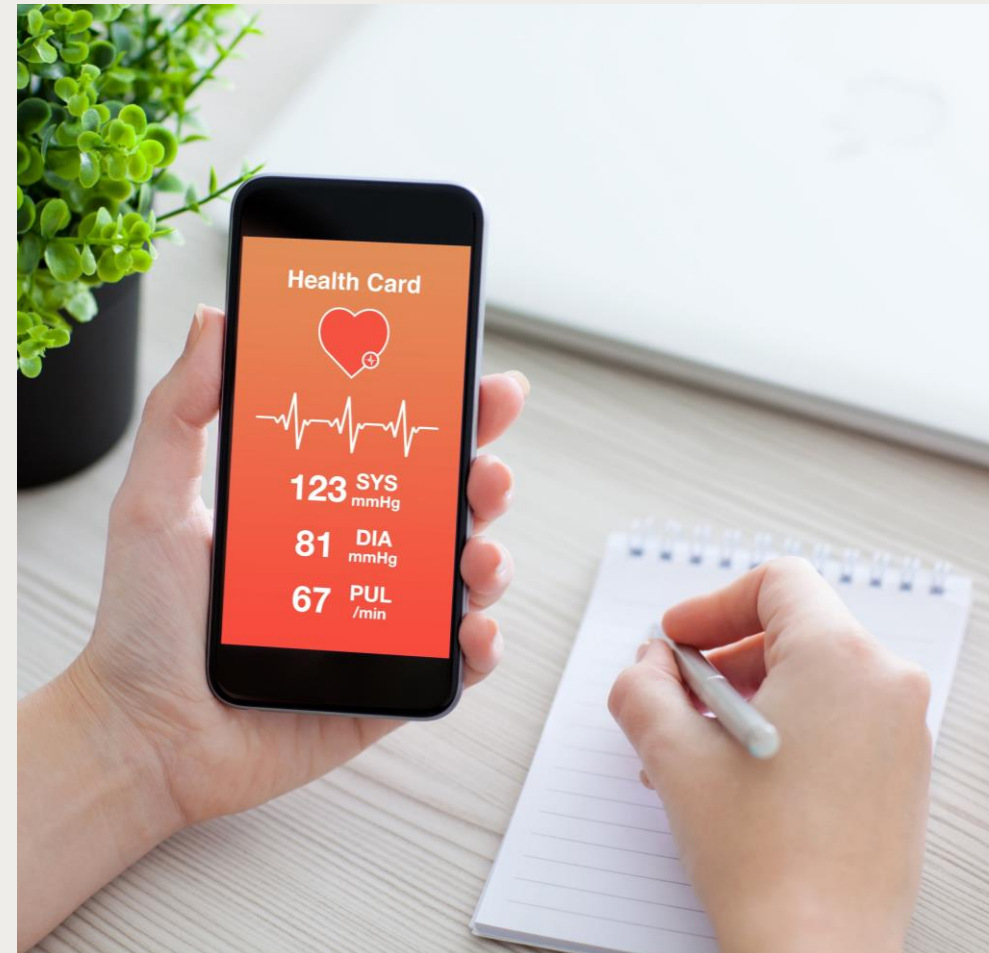
04

**Smart Cities:** Smart building, Smart energy, Smart government, Smart infrastructure, Smart mobility, etc.

# Project activities



- Joint internationalisation strategy
- Organization of both face-to-face and virtual match-making events
- Training webinars and advisory services to SMEs
- Organization of company missions to the target countries
- Assistance for bidding to specific calls for tenders outside the EU
- [www.projectgoose.eu](http://www.projectgoose.eu)





# What is GOOSE → [www.projectgoose.eu](http://www.projectgoose.eu)



- EU funded project to explore public procurement opportunities for European SMEs in 6 non-EU countries.
- Main Goal: to encourage European SMEs to access to third countries' tenders by identifying real public procurement opportunities and facilitate SMEs access to those opportunities.
- We will help you to be successful in bidding to tenders in Vietnam, Colombia, Chile, Norway, Japan and Serbia via unique services, such as tender tracking, mentoring, and meet-the-buyer missions to target countries.
- Partners
  - ACCIÓ – Catalonia Trade & Investment
  - Flanders Investment & Trade (FIT)
  - Estonian Chamber of Commerce and Industry (ECCI)
  - Croatian Employers' Association (CEA)
- Project duration: 36 months (June 2021 – May 2024).
- 6 selected countries.
- 4 target sectors.



## PROCUREMENT IN COLOMBIA

### BUSINESS ENVIRONMENT OPEN TO EUROPEAN SOLUTIONS TO SERVICES

onal power, being characterized as neither a developed economy nor an emerging one. Competitors in many sectors, as well as opportunities for collaboration with European firms.

nce, but with complex topography, with the Amazonas river basin and the mighty of the country. Also, to consider the high urbanization rate, at 75%, which includes largest cities.

s relatively stable, far from the U-turns seen in neighbours Venezuela or Ecuador. It has a atmosphere, and that includes a local base of qualified staff, from blue to white collars.

en working for more than 10 years with the OECD in order to modernize its public e concerning public procurement's machinery, although there is room for improvement.

### ING IN COLOMBIA?

re than 50M inhabitants, a constant rule of law, Colombia has an with those firms interested in the

is are not as robust as, say, Chile, it nts to better them off, lately. In this Chile are the only members of the erica (Costa Rica being the last one). ry's public bodies are committed to respect international treaties.

nology and goods/services of limited, opening the room of opean suppliers. Colombia's public tasks ahead, such as in the Energy

#### COLOMBIA AT A GLANCE:

- Surface of 1,143,000 km<sup>2</sup>
- Distance from Brussels 9,000 km.
- 50,9 M Inhabitants
- 5,333 USD/capita
- Index of Economic Freedom 2021: 68.1/100, 49<sup>th</sup> in the world, 2<sup>nd</sup> in Latin America
- The Legatum Prosperity Index 2021: 77<sup>th</sup> of 157
- World Economic Forum's Competitiveness Index 2019: 62.7/100, 57<sup>th</sup> of 141
- Corruption Perceptions Index 2020: 39/100, 92<sup>nd</sup> of 179

#### INFORMATION:

Unified tender portal:  
[www.colombiacompra.gov.co](http://www.colombiacompra.gov.co)

## Hospitals

- In Feb. 2023 **Colombia's president Gustavo Petro presented the master lines of its announced Health reform**, one of his 2022 campaign's key focuses, contemplating: universal health care; guarantee primary care to all Colombians; better working conditions; prevention of diseases; reduce the health gap between rural and urban areas, and affluent vs poor.
- Considering the country needs to import almost everything to make it work, **there is huge potential to supply hospitals, be it in drugs, equipment, Medtech, specialised services..**
- European firms need to also consider this period of changes, which invites new suppliers, with new ideas and a different approach.

## Improving Process and Paperwork:

- This is a challenge for every health system in almost any developed country. GOOSE believes there is potential in this segment for European firms. In this sense, the new Presidency's aims at reaching universal medicine, for which it will need to improve the health system's productivity.
- The push for more value for money, induces **GOOSE expecting more and better use of ICT, including Digitalization, and better coordination** via it of the different levels of the system.





## PROCUREMENT IN CHILE

### NEER IN PUBLIC INITIATIVES RELATED TO GREEN AND HEALTH

are revered as solid, corruption free, especially considering the region's past economic model dictated by the Chicago school, favouring freer markets with intervention, in almost all instances of society. Its government spending's share of the GDP is the OECD, after Ireland's, and followed by Colombia's (the other Latin-American target

developed country in LatAm, and stable; notwithstanding the critical turmoil of 2019, Chile, have also spurred more and better public policies, to solve the income gap, via and better public services. Gabriel Boric Font's new left-wing pro-green presidency tendency towards more and better provision of public services.

exploitation of natural resources, specially minerals, being first in the world in copper and in lithium (after neighbour Argentina), and ahead of also neighbour Bolivia. It is via its export-focused agroindustry.

### IN CHILE

edifice is highly well-thought-its transparency and efficiency: es are plain consistent with the agreements in the matter. E.g., its contracts has been highlighted by non-

ers approach permeates in the at milieu: the country has 15 FTAs with others (out of a total of 29), including erse, the Chile-EU's of 2002 is being atters such as work's concessions.

ally OECD-members, it is pushing pating in the country's public y tender procedures, for more

## Hospitals

- Chile is also **undergoing a deep reform in its Health sector**, following Gabriel Boric's election as president just a year ago (Mar/2022) with a firm left wing mandate.
- Accordingly, the **reform aims at strengthening Universal Primary care, and a better integration between Private and Public provision, towards a mixed system**, in the line of those applied in Europe.
- Chile's National Investment plan continues to support the construction of new hospitals and primary healthcare centres across the country. Chile will soon reach the end of the NIP 2018-2022 which aimed to strengthen the healthcare network in the country by building and planning the construction of 75 hospitals by March 2022.- Rising hospital bed availability will improve healthcare access nationwide.
- Drug makers stand to benefit from higher demand for drugs and access to previously unserved communities.
- As with the case in Colombia, imports rule; **considering the current reforms, European firms, providing MedTech, Pharma, and Specialized services, should put an eye in the market, which may also aim at new solutions from new entrants in the sector.**

### CHILE AT A GLANCE:

- Surface of 757,000 km<sup>2</sup>
- Distance from Brussels 12,000 km.
- 19.1 M inhabitants
- 13,470 USD/capita
- Index of Economic Freedom 2021: 75.2/100, 19th in the world, 2nd in America
- The Legatum Prosperity Index 2021: 38<sup>th</sup> of 157
- World Economic Forum's Competitiveness Index 2019: 70.5/100, 33th of 141
- Corruption Perceptions Index 2020: 67/100, 25th out of 179

### INFORMATION:



## PROCUREMENT IN NORWAY

ER IN MANY FIELDS AND ACTIVITIES WITH INTERNATIONAL MARKET

many of the world's rankings related to wealth, quality of life and ease of doing business. Norway, which ranks as with the Nordic neighbours, Finland, Sweden, and Denmark, which ranks as with the inequality in the world, has achieved this through a mix of policies that support education. Furthermore, the government has focused on promoting innovation and high-technology industry from a reliance on non-renewable resources.

### ING IN NORWAY?

ent constitutes approximately Norway, which compares to the % of GDP. Norway had 11,323 illing more than 2 billion EUR in ruction and IT sectors leading

Norway has a high level of integrity, after the country's against corruption. Furthermore, based on EU's rules on public biggest handicaps to adapt to it unicipalities.

English are just accepted on e is an interesting niche in the t of innovation, prone to be

way is not very different from e in Europe. Through the EEA gian law complies with the EU/ procurement.

### NORWAY AT GLANCE:

- Income group (OECD classification) High-income=
- GNI/capita of **\$66 117**
- Population **5,314,336** inhabitants
- GDP per capita **\$420,978**
- Index of Economic Freedom 2021: **73,4/100, 28<sup>th</sup>** in the world, **15<sup>th</sup>** in the region
- The Global Index of Economic Openness 2019 (Legatum Institute): **6<sup>th</sup> best of 157** countries- Competitiveness Index 2019 (World Economic Forum): **78.1 - 17<sup>th</sup> best of 140** countries
- Corruption Perceptions Index 2020 : **84/100, 7<sup>th</sup> out of 180** countries

Nation-wide public procurement platform Doffin  
[www.doffin.no](http://www.doffin.no)

### INFORMATION:

Partner in charge: Estonian Chamber of Commerce and Industry  
[info@projectgoose.eu](mailto:info@projectgoose.eu)  
<https://projectgoose.eu/norway/>

## Hospitals:

- There are **13 new hospital projects underway**, with an estimated cost of USD 8.8 billion. They will invest in new technologies and digitalization of workflows to increase productivity and efficiency gains, being equipped with state-of-the-art medical equipment, robotics & logistics systems, smart building technologies and waste management systems.
- There will be **opportunities for companies that have innovative products or services related to medical devices, operating room equipment, medical imaging, medical furniture, patient monitoring systems, transport, and logistics systems.**
- Firm should take into account their technical edge, rather than other factors, such as cost.**

## Telemedicine:

- Given aging population, a rise in chronic diseases and increasing healthcare costs, **the Norwegian government has stated that telemedicine, e-health and welfare technology, are national priorities**, being key tools for the Integrated Health Care Reform.
- The authorities are implementing electronic patient journals/EPJs, and have successfully launched e-prescriptions, a national health portal where citizens will be able to have access to their digital health information. Telemedicine is seen as an important part of future acute medical care, radiology (work-sharing among hospitals) with specialist consultations within the ear-nose-throat field (video conferencing); specialist consultations in dermatology (e.g., video conferencing and still picture technology); and cardiographs (e.g., heart rhythm/sound comparisons).
- Also, **clinical information systems, home care and personalized health systems, services for remote patient monitoring**, systems for integrating local-, regional-, and national health information networks, represent significant potential for European firms.





## MARKET FOR PUBLIC PROCUREMENT IN JAPAN

### MARKET FOR PUBLIC PROCUREMENT WORLDWIDE

Japan is the world's largest market for public procurement, after China and the USA, with a total estimated value of 1.7 trillion US dollar or 698 billion euro in 2017.

Japanese government tenders alone lead in 2018 to nearly 10 billion euro ICT and computer related orders, 7 billion euro health related orders and nearly 3 billion euro of green economy related orders.

European firms and products were able to penetrate in the Japanese government procurement market for ICT and computer and for health. Procurement related to the green economy was less open for European firms, but the development of off shore wind mills in Japan might change that.

### DOING BUSINESS IN JAPAN

With the European Economic Partnership Agreement (EPA) coming into force in 2019, the EU has secured access to contracts put out for tender by both the central government and local governments. Furthermore, the EPA provides a new requirement for EU suppliers to the Japanese market: free access for EU suppliers to the markets of 48 cities of around 300.000 inhabitants.

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#### JAPAN AT GLANCE:

- Income group (OECD classification) High-income= GNI/capita of **\$12.236 or more**
- Population: **126.264.931** inhabitants
- GNP per capita **\$41710**
- The Global Index of Economic Openness 2019 (Logaturn Institute): **15th best of 157** countries
- Competitiveness Index 2019 (World Economic Forum): **78.1 - 6th best of 140** countries
- Corruption Perceptions Index 2020: **74/100, 19th out of 180** countries

#### INFORMATION:

Partner in charge: Flanders Investment & Trade  
[info@projectgoose.eu](mailto:info@projectgoose.eu)  
[www.projectgoose.eu/japan/](http://www.projectgoose.eu/japan/)

#### Connect with the EU-Japan Centre for Industrial Cooperation.

The centre has a lot of information available and have a dedicated "The Japan Tax & Public Procurement (JTPP) Helpdesk" which provides a range of services in the area of public procurement.

## Hospitals

- Japan has a well-known challenge with a growing elderly population; related to it, there are niche opportunities for European suppliers, especially in the MedTech side. This does not imply an easy access to the local procurement markets. European firms may already be aware of the local particularities, such as: no other language used than Japanese; speed practice by public officers of consultation with potential suppliers prior to a tender's deadline; local preference as the norm; etc.

## Improving Patient care and Monitoring

- On a similar tone as the previous segment, GOOSE will explore the niches of opportunity here, also considering the aging population of Japan. **Albeit Japanese firms' ingenuity is difficult to match, there may be niches in which European solutions better the local base**, and this will be the focus of GOOSE's strategy for Japan.

## Improving Process and Paperwork

- Japan is known for its capacity to execute, thence the reliability of its public administration. However, it **is also known for its traditionalism, which implies reluctance to adopt new methods and tools. GOOSE will be identifying niches into which position European suppliers**, offering top-notch solutions to lift up public services.

## Telemedicine

- Telehealth in Japan is not as developed as, say, other Asian developed countries, such as Singapore or China. This in part due to Japanese traditionalism, which favours business as usual to innovations, but also due to local lobbies (e.g.. the Japanese Medical Association). GOOSE will keep attention to developments in the field, spurred by public demand, to encourage participation by European firms.



## FACT SHEET: SERBIA

### IN ITS PUBLIC SERVICES WITH ROOM TO PARTNER WITH

...s, the necessity to upgrade of its basic infrastructure, as well as to facilitate the economy.

...est and Russia, with both of which it has FTAs.

...ours it has a relevant brain drain, as most nationals emigrate towards better opportunities, especially within the EU's old block. That translates into low unemployment, even in rural areas.

...ant role played in Serbia by Greece (until the financial crisis), and then Germany, and other countries, especially Slovenia.

### CIPATING IN

...candidate means a constant need for reform: e.g., it adopted a new Law on Public Procurement, introducing e-procurement, simplifying communication and the exchange of information.

...ed procuring entities to improve their performance, such as the enforcement of transparency, including making information more accessible (a single point of contact), fairer assessments of EU tenders and past experience.

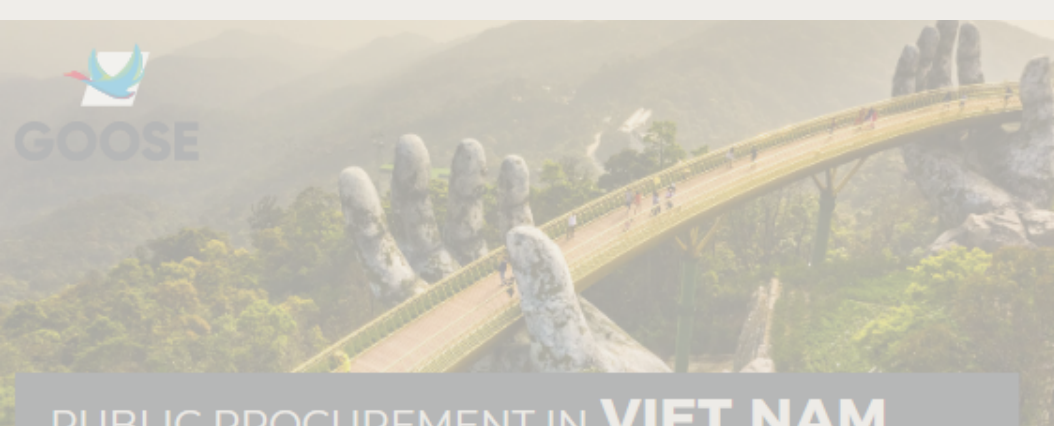
...financed through borrowing from international Banks, including the EIB, and the 1.5 billion EUR in green economy financing (since 2001) and WB.

#### SERBIA AT A GLANCE:

- **Surface of 88,361 km<sup>2</sup>**
- **Distance from Brussels 1,725 km**
- **6,9 M inhabitants**
- **13,470 USD/capita**
- **Index of Economic Freedom 2022: 65.2/100, 59th in the world**
- **The Legatum Prosperity Index 2021: 52nd of 157**
- **World Economic Forum's Competitiveness Index 2019: 60.85/100, 72nd of 141**
- **Corruption Perceptions Index 2020: 38/100, 96th out of 179**

#### INFORMATION:

Main portal for PP is  
[PortalJavnihNabavki.gov.rs](http://PortalJavnihNabavki.gov.rs)



## PUBLIC PROCUREMENT IN VIET NAM

### AN ENORMOUS PUBLIC MARKET FOR SUSTAINABLE INFRASTRUCTURE PROCUREMENT

- Vietnam is one of the countries with the highest ratio of public investment to GDP in the world. Since 1995 has maintained at over 39% annually with a large part invested in infrastructure projects.
- Public procurement market in Vietnam has become very attractive to foreign companies, although many practical hurdles stand in the way of becoming successful. With the support of the ADB, Viet Nam has made a lot of progress in making information on projects and tenders available on a central website and on developing e-procurement as the most important way of managing public procurement.
- The new "National Green Growth Strategy for 2021-2030 (Decision No. 1658/QĐ-TTg, published on 19/10/2021), will have a large impact on public procurement. Green procurement criteria will be integrated into the process of selecting bidders.

### WHY TENDERING IN VIET NAM?

Viet Nam spends worldwide about the highest percentage of its GDP on public procurement (39% - OECD average = 12% of GDP). Viet Nam still has huge needs in terms of infrastructure, ICT, health and being climate friendly.

The EU-Vietnam Free Trade Agreement (EVFTA) which entered into force on 1 August 2020 has an important chapter on government procurement. EU companies are now able to bid for public procurement contracts under the same conditions as Vietnamese companies for a substantial number of government entities and above certain thresholds. As Viet Nam is not yet a member of the Government Procurement Agreement (GPA) rules of the WTO, the FTA gives European companies a clear advantage over other non-local companies.

With the support of the ADB, Vietnam has developed a central web portal for advertising procurement contracts. Online information is available in English and machine translations makes a lot of the content comprehensible. It has been decided that by 2025 all bidding information will have to be announced online, and at least 70 per cent of procurement will have to be handled digitally.

#### VIET NAM AT A GLANCE:

- Income group (OECD classification)  
Lower Middle-income Population: **96 462 106** inhabitants
- GNI per capita **\$2.650** (WB 2020)  
GNI million USD **\$257,926.58** (WB 2020)
- Index of Economic Freedom 2021: Score: **61,7/100**, ranking: **90<sup>th</sup>/184** in the world, **17<sup>th</sup> /40** in the region
- The Global Index of Economic Openness 2019 (Legatum Institute) : ranking: **97<sup>th</sup> best of 157** countries.
- Competitiveness Index 2019 (World Economic Forum): Score: **78.1/100** - ranking: **67<sup>th</sup> best of 140** countries
- Corruption Perceptions Index 2021: Score: **39/100**, ranking: **87<sup>th</sup> out of 180** countries

#### INFORMATION:

Partner in charge: Flanders Investment & Trade  
[info@projectgoose.eu](mailto:info@projectgoose.eu)  
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# Where to find information?



OUR WEBSITE: <https://projectgoose.eu/>

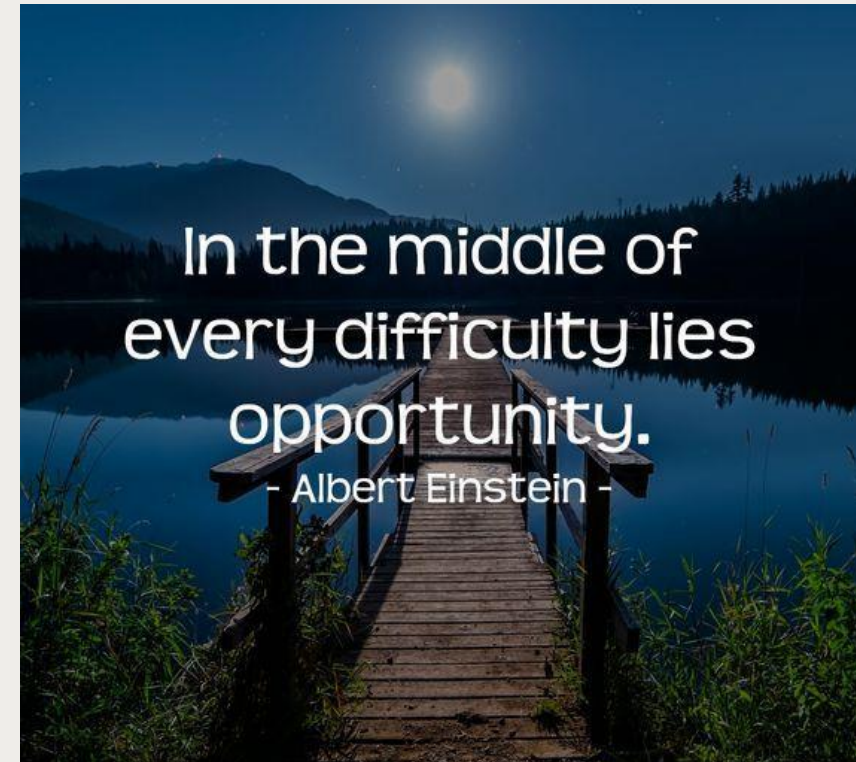
LINKEDIN:

<https://www.linkedin.com/company/projectgoose>

COMING SOON:

- **PODCASTS:** Understanding the Local Market, How to win contracts, Insider Tips for Success, Navigating the Regulations, Common Mistakes and How to Avoid Them
- **NEWSLETTERS**

Contact us directly: [info@projectgoose.eu](mailto:info@projectgoose.eu)



# Opportunities

COUNTRIES

SECTORS

VIETNAM

COLOMBIA

CHILE

SERBIA

NORWAY

JAPAN

GREEN ECONOMY

Search...



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## Opportunities

News

Tender

Partnerships

☐ Include archived opportunities

## Countries

Vietnam

Colombia

Chile

Serbia

Norway

Japan

## Categories

### Green Economy

Air Quality

Circular economy

Clean transportation



TENDER

01.02.2023

Vietnam

Consulting, surveying, making design documents, construction drawings – cost estimates for project of coastal road connecting Lien Chieu Port, Da Nang province



TENDER

01.02.2023

Vietnam

The package No.12: Supply and transportation primary equipment & materials, insulators, OPGW and accessories (Notice ref No.: IB2300008395 – 00. Date of publication: 12/02/2023)

# Don't miss the opportunities!



## SUBSCRIBE!

Sign up if you'd like to receive alerts and updates about the tenders and useful news about the project. You can order notifications about the tenders and news by selecting categories and countries. You can always change your data.

**SEIZE THE MOMENT  
BECAUSE SOME  
OPPORTUNITIES  
DON'T COME TWICE**

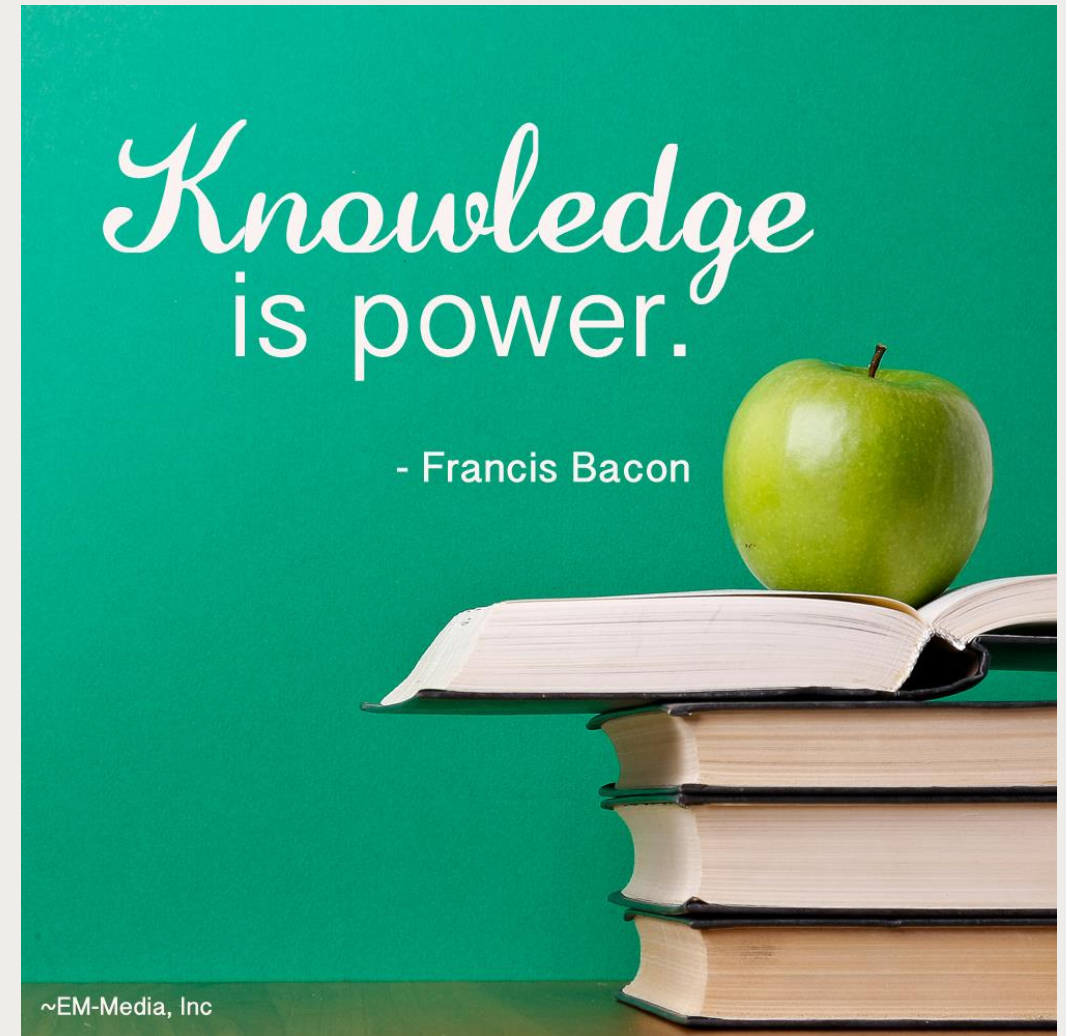
PICTUREQUOTES.COM



# Need more information?



- **6 Country Fact sheets:** one document per country containing information on why consider tendering in the country, tips for it and a snapshot on the sector/segment opportunities. Factsheets are available for registered users only.
- **6 Country „Long lists“:** including every key issue regarding public procurement: main institutions, procedures, barriers, characteristics, sector/segment opportunities, etc. Not publicly available; to be shared upon request.



## COUNTRY FACT SHEET: SERBIA

### NECESSARY UPGRADES IN ITS PUBLIC SERVICES WITH ROOM TO PARTNER WITH LOCAL PLAYERS

The country has pending reforms, the necessity to upgrade of its basic infrastructure, as well as to facilitate the development of a real market economy.

Serbia bascules between the West and Russia, with both of which it has FTAs.

As happens in many of its neighbours it has a relevant brain drain, as most nationals emigrate towards better working conditions elsewhere, specially within the EU's old block. That translates into low unemployment, even to hinder coverage of job vacancies.

It is worth highlighting the relevant role played in Serbia by Greece (until the financial crisis), and then Germany, Austria, Italia and ex-Yugoslavian countries, especially Slovenia.

### WHY CONSIDER PARTICIPATING IN TENDERS IN SERBIA?

Serbia's status as pre-accession candidate means a constant process to adapt to EU legislation: e.g., it adopted a new Law on public procurement in Dec/2019, introducing e-procurement practices such as electronic communication and the exchange of data in public procurement procedures.

Relevant ministries have instructed procuring entities to implement additional obligations, such as the enforcement of reinforced transparency rules including making information about public tenders more easily accessible (a single point of access for procurement information), fairer assessments of EU companies' technical abilities and experience.

Many public works projects are financed through borrowing from the Multilateral Development Banks, including the EIB, EBRD (EBRD has invested 2,7 billion EUR in green economy and sustainable infrastructure since 2001) and WB.

To consider that China is increasingly imposing itself as a creditor for infrastructure projects, which crowds out EU/ Western investments in certain areas.

High percentage of tenders (55%) with only one offer (the EU average is 23.9%).

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#### INFORMATION:

Main portal for PP is [Portal.javnih.nabavki.vjrn.gov.rs](http://Portal.javnih.nabavki.vjrn.gov.rs)

**Contact GOOSE to explore and access these market's opportunities.**

[goose@goose.eu](mailto:goose@goose.eu)  
[www.projectgoose.eu](http://www.projectgoose.eu)

### TIPS FOR ENGAGING IN SERBIA'S PUBLIC PROCUREMENT

**1. Not to be discouraged by language issues:** to start, tenders for or paid by international institutions (EBRD, UE, WB) are prone to be fully developed in English; whereas those of a more "local pattern" will be in Serbian, but then you can cut short with Serbian-speaking staff of by partnering with a local/Balkan firm.

**2. Consider the win-win to partner with local firms:** most local firms do not have the right experience, or even the financial capacity, so partnering with a foreign player will lift up their chances to success.

**3. Also consider partnerships with Croatian firms:** with GOOSE's partner CEA we can help you identify companies with which to focus Serbian tenders, leapfrogging language and cultural barriers.

**4. Consider markets beyond Belgrade:** for example. Novi Sad, capital of the northern autonomous region of Vojvodina, has a more "Mitteleuropa" culture, which can favour approach local tenders directly.

### GET READY FOR SECTOR BASED OPPORTUNITIES!

- In **Smart cities**, the country has important challenges, such as: full implementation of the eGovernment Unified Information and Communication Network; spread of G5 network across the whole country; provide an artificial intelligence platform on the eGovernment infrastructure, to further contribute to faster and more efficient development of smart cities.
- There are interesting initiatives beyond Belgrade, such as in **Niš SC project, which includes** the construction of urban infrastructure and the development of an information system study will examine seven different services (most likely smart city lighting service). Note that this is part of China's BRI.
- **The Serbian government has pushed hard towards digitalization** across every sector. It is worth highlighting that IT is 4th in exporting sectors, in part thanks to important investment by some big international players. These are fagocitating much of the local IT human capital, hindering SMEs development in the sector. There are noteworthy relevant in IT infrastructure from multilateral institutions, such as the EBRD or EIB.
- In the **Green economy**, Serbia is still heavily reliant on coal, with a lot of energy being wasted. These are two of the areas with heavy investment from multilateral institutions, such as the WB, EBRD and EIB.
- Specifically, Green recovery after COVID – 19 is focused on reducing air pollution and creating a legal framework for climate policy.
- In the **Health sector**, around 90% of the medical device market is supplied by imports from either the US or EU, with a great role of big players such as Siemens and Philips. To bear in mind that the proximity of the European firms to the Serbian market allows them frequent visits to meet end users, to participate in exhibitions and scientific meetings, and to provide prompt after-sales services to buyers. That being said, competition from Chinese companies should be considered a serious challenge for future market entry strategies.

### TARGET SECTORS



Green economy



ICT



Smart health



Smart cities



# If you find an opportunity, what next?



## **Follow-up services**

European SME's companies can request, at any time, the support of our team. Please contact us [info@projectgoose.eu](mailto:info@projectgoose.eu)

These follow-up services include:

- Individual meetings between our team and SMEs after specific request on any market / tender of their interest.
- GOOSE will involve their experts in target countries to analyse real potential in the field and give feedback to the SME, including recommendations and next steps.

**Contact us after any market/tender of your interest!**

# If you need more...



## Let's involve a local expert!

Local experts can help you with following tasks:

- Assistance on how to prepare bids for a specific market.
- Legal consultation related to the tender.
- Assist in drafting/writing and/or reviewing parts of a company's bid to a public tender.
- Ensure that the bid/proposal meets the legal requirements in the target country.
- Offer legal feedback on the procurement market in the sectors covered by GOOSE.
- Identification of local partners and/or clients.
- Assist in identifying potential local partners, for joint-bidding, partnerships, subcontracting, etc.



# Let's explore the market together!



## JOINT BUSINESS MISSIONS TO TARGET COUNTRIES

You are welcome to join our program:

- **SERBIA:** Week of the 8/May
- **COLOMBIA:** 29-2 June during Bogota smart City expo
- **NORWAY:** Week of 25/Sept within Oslo Innovation week
- **JAPAN:** TBC (end of year or beginning of 2024)

Matchmaking event during **Smart City Expo Barcelona:** 7-9 November 2023





- A L R I G H T -  
*lets do this*



**KEEP  
CALM and  
LET'S GO WORK  
and  
MAKE MONEY**

## **GOOSE's Next webinars and actions, stay tuned!**

- 2023 business trips to Serbia, Colombia, Norway and Japan!
- Podcasts, Tender alerts, and much more!



Aitäh, dankjewel, hvala puno, gràcies, gracias  
Thank you!



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